



MISSOURI AGRICULTURE

Cattle Snapshot

Agriculture.Mo.Gov

METHODS TO ADD VALUE TO YOUR HERD

1. FORAGE STOCKPILING
2. INTENSIVE GRAZING
3. SYNCHRONIZED BREEDING
4. ARTIFICIAL INSEMINATION
5. VACCINATION
6. CASTRATION
7. DEHORNING
8. ELECTRONIC IDENTIFICATION TAGS



Economic Contribution to Missouri

The numbers prove the Missouri cattle industry plays a major part in maintaining and growing a strong economy. Missouri's cattle industry contributes more than \$1.6 billion to its economy and supports more than 40,825 jobs. Total sales for cattle and calves have exceeded \$1.9 billion, which equals 19.2 percent of total sales. Agriculture provides 38.2 percent of the jobs in Missouri, which includes jobs created by the cattle industry.

Adding Value to Missouri Cattle

Exporting is a way for Missouri producers to add value to their herd, increase sales and find new market avenues for their cattle genetics. Missouri producers can add value to their herd in many ways: enhancing pasture health, instilling strong management practices, improving expected progeny differences and breeding for strong maternal traits. Certifying semen and embryos for export is another way to add value to a herd. Certifying genetics opens the door to new markets outside of the U.S. and can increase a producer's bottom line.

Producers can work with Certified Semen Services (CSS) to help facilitate the exportation of genetics. Many semen collection facilities are CSS certified, which means they comply with CSS minimum requirements for disease control of semen produced for artificial insemination (AI). A CSS provides a minimum standard for health monitoring and disease surveillance of bulls prior to entering isolation, during an isolation period and throughout residency at an AI center.

MISSOURI CATTLE RANKINGS IN THE U.S.

#6 IN COW/CALF INVENTORY
#3 IN BEEF COWS

USDA NASS 2020

GROWING

Missouri's Cattle

INDUSTRY GLOBALLY

MARKETING ASSISTANCE

The Missouri Department of Agriculture's Domestic & International Marketing Program provides agent/distributor research, export finance assistance, market research and trade counseling, as well as issues export certificates to Missouri companies. The program plans buyer's trade missions and international trade missions to promote Missouri's industry and make connections between buyers and sellers. Throughout the year, the program participates in domestic and international trade shows to make additional connections in the industry, promote their programs and grow Missouri businesses.

WHAT'S THE WORLD BUYING?

Countries are importing live animals, semen and embryos from Missouri's cattle producers. Missouri is known for superior livestock genetics and reproduction management. Importing countries recognize the quality of Missouri's cattle genetics and have a strong desire to implement those genetics in their herds in order to benefit financially. Countries with humid and dry climates and limited resources want Missouri eared cattle such as Beefmaster, Brahman and Brangus. Countries that have a cooler climate and access to greater resources are importing lack and Red Angus, Simmental, Limousin, Hereford and Charolais.



BEFORE EXPORTING

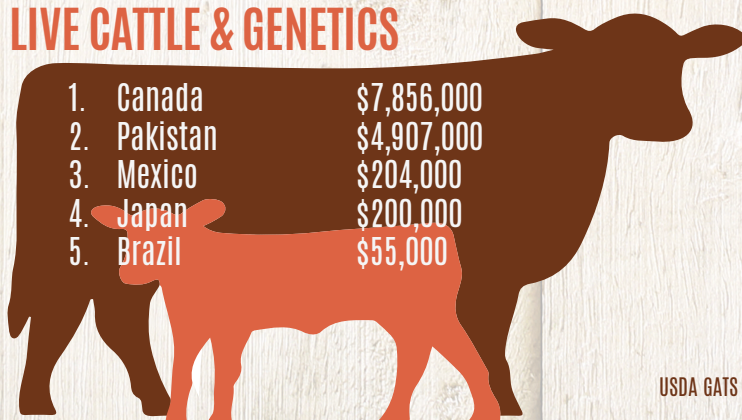
Check USDA APHIS's website to understand rules and regulations: www.aphis.usda.gov.

1. The program handbook is available on the USDA APHIS website. The program handbook:
 - regulates the exportation of live animals, hatching eggs and animal germplasm;
 - covers approved disinfectants;
 - discusses approval of export inspection facilities;
 - explains approval for pre-export inspection of livestock at export isolation facilities and other facilities associated with port of embarkation; and
 - provides instructions/regulations on use of ocean vessels for animal transportation.
2. A U.S. Origin Health Certificate is required for exportation of live animals, semen and embryos. Certificates are issued through USDA Veterinary Services. These certificates are available on the USDA APHIS website. Additionally, the website provides a list of the USDA Veterinary Services' locations for producers to contact.
3. Consult with the importing company and country.
 - Significant differences may exist between each country's product and/or shipping regulations.
 - Embassies and regulatory agencies in the destination country may be able to assist.
 - It's ultimately your responsibility as the exporter to ensure that your products comply with regulations in the destination country.

WHO'S BUYING FROM THE U.S.?

In 2019, Canada imported almost \$8 million worth of live cattle and genetics. Pakistan is in second place, importing more than \$4.9 million. Mexico, Japan, Brazil, Costa Rica, Argentina and more also import live cattle and genetics from Missouri. Combined, all of these countries have imported over \$13 million in live cattle and genetics in 2019.

MISSOURI'S TOP 5 EXPORT PARTNERS LIVE CATTLE & GENETICS



USDA GATS 2019